

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Brake Supply

Manufacturing-Works

Value Stream Braking New Ground at Brake Supply

Client Profile:

Brake Supply Co., Inc., founded in 1986, produces braking equipment for the mining, aggregate, slag, steel, marine, manufacturing and construction industries worldwide. The company employs 30 people at its facility in Casper, Wyoming.

Situation:

Multiple demands on manufactured products was confusing and diminishing production at Brake Supply's Casper facility, resulting in increased complaints and wait time for specific products. The quality of products shipped was also decreasing due to stress from the resulting lack of priorities and timetables that were unrealistic. The company contacted Manufacturing-Works, a NIST MEP network affiliate, for help.

Solution:

Manufacturing-Works introduced Brake Supply to Lean and provided assistance with a Value Stream Mapping (VSM) project allowing the company to identify and eliminate redundant flows and concentrate on the main draws of their business. With increased focus on their core business, Brake Supply improved their customer responsiveness and achieved significant sales impacts. In addition, several employees came forward as new champions for the VSM process with a good understanding and appreciation of the concept and results. With the success of the project in Wyoming, the Indiana MEP is planning a similar project for the company's facility in Evansville, Indiana.

Results:

* Increased sales by \$1 million.

Testimonial:

"Manufacturing-Works certainly helped us regain our margins in the industry we serve, by teaching us how we can analyze and keep focus on the major concerns and demands of the business with all levels of employees in real time. They have been a life-saver for us."

Tom Ackerman, Plant Manager